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GOVERNMENT DOCUMENTS



THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE

ANNUAL REPORT

1988 - 1989

1988/1989 EXECUTIVE COMMITTEE

PRESIDENT

JOYCE MONGEON, *Joymarmon Limited*

1ST VICE-PRESIDENT

EDMUND A. SHAKER, *Inch, Easterbrook & Shaker*

2ND VICE-PRESIDENT

DONALD P. LUZZI, *CHML/CKDS Radio*

TREASURER

JOHN WOOD, *Kent Tile & Marble Co. Ltd.*

PAST-PRESIDENT

BARRIE R. BOATMAN, *The Tridon Companies*

COMMITTEE CHAIRMEN

BUSINESS DEVELOPMENT

J. CIMBA, *Burns, Vasan, Christmas, McLeod, Cimba*

CORPORATE CHALLENGE

J. TAYLOR, *Navistar International*

DUNDAS DIVISION

M. YDREOS, *Union Gas Limited*

EDUCATION & STUDENT SERVICES

H. RUSSELL, *Bank of Montreal*

FINANCE AND TAXATION

WM. TRAYNOR, *Durward Jones Barkwell & Co.*

GOVERNMENTAL AFFAIRS

DR. MARK SPROULE-JONES, *McMaster University*

HOSPITALITY INDUSTRY

B. MASSEY, *Royal Connaught Hotel*

INDUSTRIAL RELATIONS

D. NICHOLSON, *Dofasco Inc.*

INTERNATIONAL TRADE

J. POTTS, *Bank of Montreal*

SPECIAL EVENTS

B. FORTUNE, *Nesbitt Thomson Deacon Inc.*

TRANSPORTATION

WM. YOUNG, *Young's Funeral Home Service*

THE DIRECTORS

M. BOUGHTON, *Deloitte, Haskins & Sells*

J. K. CARMAN, *Westinghouse Canada Inc.*

T. M. CONOLEY, *Bell Canada*

L. H. ENKIN, *Coppley, Noyes & Randall Ltd.*

D. FELL, *Fell-Fab Products*

W. A. H. FILER, *Filer Consultants Ltd.*

J. FITZPATRICK, *Dofasco Inc.*

R. GILMOUR, *Canron Inc.*

E. C. IRVING, *Lloyds Bank of Canada*

L. MARTINI, *Rogers Cable TV*

B. MASSEY, *Royal Connaught Hotel*

R. J. MILBOURNE, *Stelco Inc.*

J. R. PIER, *WABCO Ltd.*

R. D. SEYMOUR, *Union Gas Ltd.*

DR. G. TORRANCE, *McMaster University*

J. WATSON, *Hamilton Automobile Club*

ONTARIO CHAMBER OF COMMERCE REPRESENTATION

E. C. IRVING, *Lloyds Bank of Canada*

CANADIAN CHAMBER OF COMMERCE REPRESENTATION

W. L. WALLACE, *Dofasco Inc.*

MANAGEMENT STAFF

EXECUTIVE DIRECTOR

L. L. KIRKBY

DIRECTOR OF COMMUNICATIONS

J. S. McDOWELL

DIRECTOR OF POLICY

K. G. DREWITT

HONOURARY SOLICITOR: J. F. REESOR, Q.C.

Lazier, Hickey, Langs, O'Neal

AUDITOR: CLARKSON GORDON

BANK: CANADIAN IMPERIAL BANK OF COMMERCE

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE

"MISSION STATEMENT"

- To help build the economy of Hamilton and District;
- To serve as the voice of the business community of Hamilton and District;
- To provide a forum for the business community to develop opinions and programs which contribute to the social, economic and physical quality of life in Hamilton and District;
- To promote a society and economy based on private enterprise and concern for the individual;
- To communicate information on topical subjects of interest to the members;
- To facilitate business and social contact among members; and
- To promote Hamilton and District as a good place in which to live, work and visit.

The Chamber in 1988



JOYCE MONGEON, *President*

1988 was a significant year in the history of the Chamber.

In April I had the distinction of being the first woman ever elected to the office of President.

In September, in conjunction with The Hamilton Spectator, we hosted the area's first "Business Expo", a showcase for business products and services.

Also in September we established a new committee called BIDS (Business/Industry Developing Skills) for the purpose of providing a formal link between the Chamber and Hamilton-Wentworth STAC (Skills Training Advisory Committee). The function of BIDS will be to advise the membership about programs and opportunities available through STAC, and to recommend to STAC consideration of legitimate Chamber membership concerns in the areas of skills development, skills training and skills shortages.

October saw us begin the organizational phase of an innovative program called "The Ambassador Club". Those Chamber members who have volunteered to involve themselves have proven to be most supportive and enthusiastic. This new "Club" has as its primary mandate the introduction of new Chamber members to the organization, its programs and its services. We are very optimistic that The Ambassador Club will result in increased membership activity in all areas of Chamber affairs, particularly with those members who are new to our organization.

November saw the election of Reg Whynott, our Executive Director, as Chairman of The Hamilton-Wentworth Region. Reg provided us with exceptional

service for 14 years, and although we had some regrets about his leaving us, we know that he is now in a position to serve the entire community as Regional Chairman.

In January of this year we announced the appointment of L. Lee Kirkby as our new Executive Director. Lee comes to us from The Hamilton Construction Association where he served for seven years as its Executive Director. The Executive Committee of the Chamber is confident that Lee has the talent to lead the Chamber into the future.

During the past year our committees, club, various programs and all other services provided by the Chamber continued at the high performance level expected. Regretably we did incur a small deficit in operations. Our Treasurer John Wood has assured the Board that the budget struck for next year will eliminate the deficit.

I take this opportunity to thank the Board of Directors, Executive Committee, our capable staff, and indeed every Chamber member, for their support and counsel throughout my term as President. I could not have accomplished much without their valuable assistance.

When I took office I stated "that I did not want to be remembered as the first woman President of the Chamber, rather, I would prefer to be remembered as one of the better Presidents to serve the office".

I know that our new President Ed Shaker is an excellent candidate, I wish him every success in the year ahead.

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE
(Incorporated without share capital under the laws of Canada)

BALANCE SHEET

DECEMBER 31, 1988
(with comparative figures for 1987)

	1988	1987
ASSETS		
CURRENT:		
Cash and short term deposits (statement 3)	\$ 73,117	\$153,528
Accounts receivable	165,789	192,252
Inventories	12,164	18,919
Prepaid expenses and supplies	13,847	14,193
Total current assets	<u>264,917</u>	<u>378,892</u>
FIXED (note 3):		
Furniture, fixtures and leasehold improvements	528,538	533,212
Less accumulated depreciation and amortization	284,469	266,580
	<u>244,069</u>	<u>266,632</u>
	<u>\$508,986</u>	<u>\$645,524</u>
LIABILITIES		
CURRENT:		
Accounts payable and accrued charges	\$ 83,419	\$ 65,791
Fees received in advance	31,076	171,894
Total current liabilities	<u>114,495</u>	<u>237,685</u>
SURPLUS (statement 2)	<u>394,491</u>	<u>407,839</u>
	<u>\$508,986</u>	<u>\$645,524</u>

See accompanying notes to financial statements

**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE
STATEMENT OF REVENUES AND EXPENSES AND SURPLUS**

YEAR ENDED DECEMBER 31, 1988
(with comparative figures for 1987)

	1988	1987
Revenues:		
Membership fees	\$361,024	\$340,569
Membership directory and special publications — net	40,187	44,942
Group insurance	15,135	11,456
Other including investment income	13,366	8,698
Total revenues	<u>429,712</u>	<u>405,665</u>
Expenses:		
Secretariat expenses	330,603	315,539
Club operations	112,457	83,698
Total expenses	<u>443,060</u>	<u>399,237</u>
Excess (deficiency) of revenues over expenses for year	(13,348)	6,428
Surplus at beginning of year	<u>407,839</u>	<u>401,411</u>
Surplus at end of year	<u><u>\$394,491</u></u>	<u><u>\$407,839</u></u>

See accompanying notes to financial statements

**THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE
STATEMENT OF CASH FLOWS**

YEAR ENDED DECEMBER 31, 1988
(with comparative figures for 1987)

	1988	1987
Cash provided by (used in) operations:		
Excess (deficiency) of revenues over expenses for year	\$ (13,348)	\$ 6,428
Add depreciation and amortization which do not require a cash payment	34,043	32,963
	<u>20,695</u>	<u>39,391</u>
Changes in components of operating working capital providing (reducing) cash —		
Accounts receivable	26,463	(17,932)
Inventories	6,755	(8,000)
Prepaid expenses and supplies	346	(2,146)
Accounts payable and accrued charges	17,628	2,009
Fees received in advance	(140,818)	105,448
	<u>(68,931)</u>	<u>118,770</u>
Cash provided by (used in) operations	(68,931)	118,770
Purchase of fixed assets	(11,480)	(9,410)
	<u>(80,411)</u>	<u>109,360</u>
Increase (decrease) in cash during the year	(80,411)	109,360
Cash and short term deposits at beginning of year	153,528	44,168
	<u>\$ 73,117</u>	<u>\$153,528</u>

See accompanying notes to financial statements

AUDITORS' REPORT AND NOTES TO FINANCIAL STATEMENTS



A MEMBER OF ARTHUR YOUNG INTERNATIONAL

Clarkson Gordon

Chartered Accountants
Suite 440
100 King Street West
Hamilton, Canada L8P 1A2
Telephone: (416) 526-8880

AUDITORS' REPORT

The Directors and Members,

The Hamilton and District Chamber of Commerce:

We have examined the balance sheet of The Hamilton and District Chamber of Commerce as at December 31, 1988 and the statements of revenues and expenses and surplus and cash flows for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of The Hamilton and District Chamber of Commerce at December 31, 1988 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Clarkson Gordon

Hamilton, Canada,
March 2, 1989.

Chartered Accountants

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 1988

(1) Summary of significant accounting policies —

(a) Basis of accounting:

The accrual basis of accounting is used in the preparation of the financial statements. Under this method membership revenues and expenses are recorded in the year to which they relate and other revenue is recorded when earned.

(b) Inventories:

The inventories consist of food and bar supplies held for resale and are valued at the lower of cost and net realizable value with cost determined on a first-in, first-out basis.

(c) Fixed assets:

Fixed assets consisting of furniture, fixtures and leasehold improvements, are recorded at cost less accumulated depreciation and amortization. Gains or losses on the disposal of fixed assets are included in the statement of revenues and expenses and the cost and accumulated depreciation and amortization related to these assets are removed from the accounts.

Depreciation of furniture and fixtures is computed at 10% of cost on a straight-line basis and amortization of leasehold improvements is provided on a straight-line basis over the term of the lease.

Expenditures for repairs and maintenance are charged to operations as incurred.

(2) Commitment —

The Chamber has agreed to lease its facilities for a ten year period ending May 31, 1990 with a further ten year renewal option. The minimum annual rental is approximately \$71,000.

(3) Fixed assets —

	1988			1987
	Cost	Accumulated depreciation and amortization	Net depreciated value	Net depreciated value
Secretariat:				
Furniture and fixtures	\$ 46,433	\$ 37,274	\$ 9,159	\$ 6,579
Leasehold improvements	11,165	4,792	6,373	6,931
	<u>57,598</u>	<u>42,066</u>	<u>15,532</u>	<u>13,510</u>
Club:				
Furniture and fixtures	121,928	96,592	25,336	32,117
Leasehold improvements	349,012	145,811	203,201	221,005
	<u>470,940</u>	<u>242,403</u>	<u>228,537</u>	<u>253,122</u>
	<u>\$528,538</u>	<u>\$284,469</u>	<u>\$244,069</u>	<u>\$266,632</u>

**FOR THE
HAMILTON AND DISTRICT
CHAMBER OF COMMERCE
AS AT
DECEMBER 31, 1988**



"FOR THE RECORD"

THE ACTIONS OF THE COMMITTEES OF THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE ON BEHALF OF — AND FOR THE BENEFIT OF — ITS MEMBERS AND THE COMMUNITY

★ THE FOLLOWING IS BY NO MEANS COMPLETE. IT IS INTENDED ONLY AS A GUIDE AND A HISTORICAL RECORD OF THE WIDE-RANGING ACTIVITIES OF THE CHAMBER DURING THE PAST TWELVE MONTHS. HOWEVER, IT WILL CLEARLY REFLECT THE AREAS WHICH WERE OF GREATEST CONCERN TO THE ORGANIZATION AND OUTLINE THE ACTIONS AND POSITIONS TAKEN BY THE MEMBERSHIP IN AN EFFORT TO RESOLVE THEM.

HOSPITALITY & TOURISM

B. MASSEY

Chairman

- Heard from many informative delegations on various tourism related subjects at monthly committee meetings (i.e. Hamilton International Air Show; Tourism Canada Programs; Economic Impact Models for Tourism; Festival of Friends Expansion Program; and Improved Guide Map Boards for Tourist promotion).
- Organized an extremely successful "National Tourism Awareness Week" May 16th to 21st which included the following activities: ON AIR MEDIA BREAKFAST; CAB DRIVER OF THE YEAR AWARD; TOURISM EMPLOYEE OF THE YEAR AWARD; A HAMILTON COCKTAIL CONTEST; A CONVENTION PROMOTION MARKETPLACE AND RECEPTION; 1988 BABY TOURISM AMBASSADOR; HOSPITALITY TRAINING SESSION FOR FRONT-LINE STAFF; ATTRACTION OPEN HOUSES AND TOURS; AN ISSUE OF PANORAMA MAGAZINE DEDICATED TO TOURISM; and THE PRESENTATION OF A SYMBOLIC CHEQUE FOR \$247 MILLION TO REGIONAL COUNCIL (the value of the visitor industry in our Region).
- Supported improvements to transportation linkages from downtown Hamilton Hotels to Hamilton and Toronto Airports.
- Re-organized and redeveloped the "Hospitality with Excellence" training program for the industry's front-line staff.
- Provided input to policy recommendations relating to tourism which were being placed before the Annual meetings of the Ontario and Canadian Chambers of Commerce.
- Maintained a liaison with other tourism related groups in the community (i.e. the Regional Tourism Advisory Board; the Convention Update and Tourism Update Committees of the Region; The Hamilton-Wentworth Skills Training Advisory Committee (STAC).

INDUSTRIAL RELATIONS

D. NICHOLSON

Chairman

- Presented the views of the Greater Hamilton Business Community to both the Federal and Provincial Governments on issues of major concern (i.e. Overtime, Pay Equity, Smoking in the workplace).
- Monitored all legislation impacting on employer/employee relations.
- Organized a highly successful 2 day seminar on Pay Equity in conjunction with The Hamilton Personnel Association.

- Monthly guest speakers addressed the following issues: Changes to the Pension Act; The Hamilton-Wentworth Skills Training Advisory Committee; Office of the Employer Advisor; Programs from the Lung Association for non-smoking policy implementation; the Employee Share Ownership Program.
- Conducted surveys of the membership on subjects such as Vacation Policy; Kilometer expense; and paid holidays. The results were ultimately published in various Chamber publications.
- Maintained a co-operative working relationship with the Employee Assistance Program Committee.

DUNDAS DIVISION

G. SCHUMACHER

Chairman

- Maintained representation on the Town's Business Coordinating Committee which had been proposed by the Division to examine business problems in the community and to recommend initiatives it considers appropriate to facilitate the orderly economic development of the Town.
- Continued to operate the town's Farmer's Market on a weekly basis.
- Hosted another extremely successful "Small Business Income Tax Seminar" which was co-ordinated by D. W. ROBB Chartered Accountants.
- Provided the necessary funding and two business representatives to participate in two "Project Business" classes in two Dundas Public Schools (both spring and fall terms).
- Represented the Division and the Town's business community in the community's Annual Service Club Bonspiel.
- Provided input in the public process regarding future proposed development of the former Canada Machinery Corporation property.
- Hosted a very successful "Candidates Night '88" during the Municipal Election Campaign. The evening saw a full-house attendance and broadcast by Cable 14 television.
- Continued to support the Ward system as a process for electing members of Dundas Town Council.
- Maintained financial support for the Town's Annual Cactus Festival and organized the Annual Opening Ceremonies.
- Arranged and hosted the lighting of the Town's Official Christmas Tree. An estimated crowd of 400 people was in attendance.
- Appointed representation to the Dundas based Centre for Entrepreneurial Studies.
- Recommended to Town Council that it consider undertaking a major traffic study of the Town.

A PICTORIAL PROFILE OF 1988



"Business Expo '88" the area's first totally business oriented trade show was "simply outstanding."



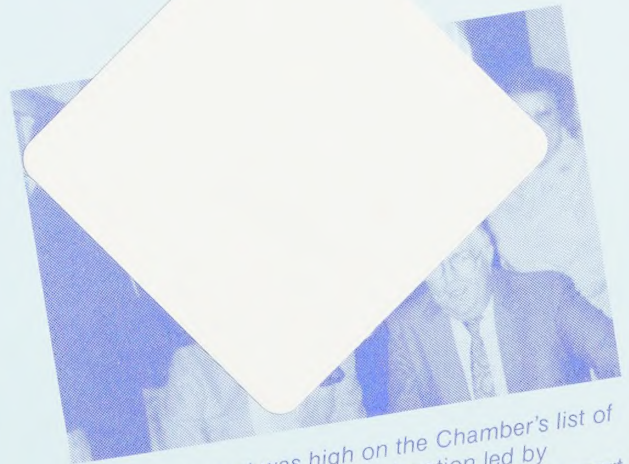
80 teams totalling 1,600 people participated in "Corporate Challenge '88." Dofasco Inc. Team "A" (seen above) were the ultimate winners.



President Joyce Mongeon accepted an award from the Ontario Chamber of Commerce for the "Partners in Excellence" program which had been led by Past-President Barrie Boatman.



Bill Buchanan, President, "Staircase", won the "1988 Outstanding Business Achievement Award" in the Small Business Category (see above). Fortino's Supermarkets won in the large category.



Hamilton Airport was high on the Chamber's list of priorities in 1988. Above, a delegation led by President Joyce Mongeon met with then Transport Minister John Crosbie.



**"THE COMMUNITY COMMITMENT
CONTINUED IN 1988"**

EDUCATION & STUDENT SERVICES

H. RUSSELL

Chairman

- Co-ordinated a new version of the Chamber's highly successful "Career Day Program" by instituting "Career Dialogue '88" which was aimed directly at Guidance Counsellors and teachers who provide Career information to students. Over 140 educators and 50 business professionals participated in the half-day event at Mohawk College.
- Sponsored an area student to the "Forum for Young Canadians" in Ottawa. This outstanding week long program provides participating students with an overview of Canada's parliamentary system of government.
- Responded to the recommendations of the Radwonski Report and provided a business perspective on the educational system in Ontario.
- Presented the J. G. Smith Award to a student at Mohawk College who was judged to have submitted the best written essay on one specific aspect of Canada's economic system.
- Approved 20 applications for the Province of Ontario's "Student Venture Capital Program" which enabled young entrepreneurs to start and operate their own businesses during the summer months. Financing was provided by the Royal Bank of Canada.
- Maintained representation on the Board of Directors of the Industry-Education Council of Hamilton-Wentworth and on education committee of the Canadian Chamber of Commerce.
- Developed and promoted a resolution at the Annual meeting of the Canadian Chamber of Commerce which will see the Industry-Education Council model used in Greater Hamilton extended to other communities across the country.
- Co-sponsored with the Industry-Education Council, the Hamilton Advertising and Sales Club and the Ontario Co-operative Education Association "Career Symposium '88."
- Continued to support Junior Achievement by selecting then presenting the annual "President" and "Company of the Year" Awards.
- Participated in the judging of the Walter Clark "Outstanding Teacher Award" which is presented annually by the Ontario Secondary School Teachers' Federation.
- Provided input to the Provincial Ministry of Skills Development on the quality of training provided by franchise operations which are operated by students participating in the Student Venture Capital Program.
- Organized over 30 classroom presentations on various business subjects such as "Entrepreneurship," "How to start a small business," "Business Issues," and "Skills Training Needs of Business Tomorrow."
- Monthly committee meeting speakers addressed the following subjects: "Drug abuse and education in schools," "The Industry-Education Council and its role in Greater Hamilton," "The impact of the Canadian and Ontario Job Strategies Program on Greater Hamilton Skills Training Programs."

BUSINESS DEVELOPMENT

J. CIMBA

Chairman

- Supported and assisted with the development of a manual for the Ottawa Street Business Improvement Area "Business Watch Program."
- Made representation to the Regional Economic Development Committee on the proposed "Small Business Incubator Centre."
- Provided guest speakers at each monthly committee meeting on a variety of interesting topics: i.e. Business use of natural gas; the Federal Business Development Bank's "Community Business Initiative Program"; The Ontario Summer Games; Business support for the Arts; various programs of the Regional Economic Development Department; Community based policing and credit card fraud.

- Made representation to Hamilton City Council on the issue of downzoning in the Normanhurst neighbourhood and continued to keep watch over all issues at all levels of government as they pertained to community planning.
- Established a Small Business sub-committee to highlight issues and programs for the benefit of small business owner/managers.
- Made representation to the City of Hamilton regarding controls for Adult Entertainment Houses.
- Participated on the High Density Residential Study Task Force created by the City of Hamilton.
- Hosted an enormously successful "Outstanding Business Achievement Awards Dinner" which attracted over 600 representatives of the area's business community. The award winners were FORTINO'S SUPERMARKETS (large business category) and STAIRCASE (small category). A special "Award of Recognition" was also presented to DOFASCO INC. for outstanding business excellence over a prolonged period of time.
- Made representation to Regional Council on the issue of Industrial subdivision servicing.
- Organized a SMALL BUSINESS FORUM during Small Business Week in October for the purpose of providing small business owner/operators with information on services available to them in the community.
- Reviewed proposed policy recommendations to be considered at the Annual Meetings of the Ontario and Canadian Chambers of Commerce and provided guidance regarding Hamilton and District Chamber of Commerce support of the recommendations.
- Maintained representation on the Business Land Use Advisory Board and the Central Area Plan Implementation Committee of the City of Hamilton.

FINANCE AND TAXATION

WM. TRAYNOR

Chairman

- Developed a position paper for presentation to the Minister of Finance regarding Section 183.1 of the Income Tax Act which levied increased taxation on corporate distribution between family members, etc.
- Developed a proposal to alleviate cash flow burdens on Small Business in Ontario when Notice of Assessment requires immediate payment for review by the Treasurer of the Province.
- Monthly guest speakers addressed the following issues: Tax Reform, Pension Reform, and the State of the United States economy.
- Played a vital role in recommending and reviewing policy resolutions presented at the Annual Meetings of the Ontario and Canadian Chambers of Commerce on issues relating to taxation and other financial matters of concern to the general Chamber membership.
- Revised the annual year end tax check list and distributed it to the membership.
- Designated a spokesman to represent the Chamber before the area media on "Budget Nights" throughout the year.

GOVERNMENTAL AFFAIRS

M. SPROULE-JONES

Chairman

- Organized the annual "State of the Region" breakfast which was addressed by Regional Chairman William Sears.
- Speakers at monthly committee meetings dealt with the following issues: Free Trade, Workers' Compensation, Provincial Day Care, the Consumer Protection and Business Practices Acts, and the implications of population changes to business.
- Hosted a membership breakfast which was addressed by Mr. Peter Barnes, Deputy Minister of Community and Social Services.

- Monitored City of Hamilton efforts to increase the salary level of Aldermen.
- Hosted the Honourable Lily Munro, M.P.P. and Mr. Paul Phoenix (President, Dofasco Inc.) as they addressed a Chamber breakfast on the Premier's Council Report on the subject of "Competing in the New Global Economy."
- Assisted in the review process of resolutions being presented at the Annual Meetings of the Ontario and Canadian Chambers of Commerce.
- Monitored all provincial legislation as introduced and advised Chamber members of the affect of pending bills on the Greater Hamilton business community.
- Maintained a watch over the developments surrounding Hamilton's efforts to develop a waterfront park.
- Met with the Minister of Labour on a variety of business issues: i.e. business ethics, the education of consumers, mediation versus court action, credit card limit increases, etc.

INTERNATIONAL TRADE

J. POTTS

Chairman

- Participated in activities and promotions associated with Canadian Export Trade month in October.
- Organized several membership seminars on the high profile Free Trade issue with special guest speakers such as The Honourable Donald MacDonald and a panel of representatives from local companies who provided their views on the value of the pact to their industry.
- Host a successful International Trade Breakfast with Trade Commissioners from Denmark, Hungary, Finland, Austria, France and the United States.
- Speakers at monthly committee meetings addressed the following issues: The effect of Free Trade on the Hamilton Steel Industry; Export services of the Ministry of Industry, Trade and Technology; Freight deals for Exporters; the services of a Trading House; the development of Genn Equestrian Farm; International services of the Regional Economic Development Department; and the United States Trade Consul in Canada.
- Organized a Chamber membership delegation to attend at a Buffalo Chamber of Commerce luncheon which was addressed by Mr. George H. Musgrove, Head of Post and Consul of the Canadian Consulate.

SPECIAL EVENTS

B. FORTUNE

Chairman

- Organized a successful "Ski Day" for members and their guests.
- Sponsored a special family "Dinner and Show Night" featuring the stars of Disney on Ice.
- Co-ordinated all events in Chamber of Commerce Week including a "Skydome Breakfast" and a Dinner Theater Night at Hamilton Theatre Incorporated's production of "Sugar Babies".
- Arranged a membership bus excursion to a Blue Jays baseball game and a "Night at the Races" at Flamboro Downs.
- Sponsored a Chamber of Commerce Night with the Hamilton Red Birds.

- Hosted a "Mixed Two Ball Golf Tournament" for members and their guests.
- Co-ordinated the Chamber's Annual "President's Golf Tournament".
- Hosted another successful Curling Bonspiel.
- Hosted "Secretaries Week" in the Chamber Club.

TRANSPORTATION

WM. YOUNG

Chairman

- Focused heavily on the promotion and encouragement of expanded air service to and from Hamilton Airport.
- Supported the concept of a full service Duty Free facility at Hamilton Airport.
- Monitored the status of the design and development of the North/South and East/West road system.
- Held a joint meeting with the Burlington Chamber of Commerce to discuss common concerns over GO Transit, Queen Elizabeth Highway re-construction, Highway 403 completion (both east and west), Hamilton Airport promotion, and Harbour development.
- Participated in the public input process regarding the proposed Hamilton Perimeter Road.
- Made submissions regarding the need for increased GO train service to Hamilton.
- Continued to monitor the work on the Hamilton Harbour "Remedial Action Plan."
- Published for Chamber members the Region's 1988 road works program in an effort to minimize road closures on local businesses.
- Received presentations from a variety of industry experts on all modes of transportation.
- Co-ordinated an inspection tour of Hamilton Harbour in co-operation with the Hamilton Harbour Commission.

YOUTH TRUST

E. GOLKA

Chairman

- Maintained a liaison with many of the key organizations in the Youth Employment area in our region: YOUTH EMPLOYMENT CENTRE, REGIONAL SOCIAL SERVICES, HAMILTON BOARD OF EDUCATION, CANADA EMPLOYMENT CENTRES, MINISTRY OF SKILLS DEVELOPMENT.
- Operated two Youth Summer Co-ops which enabled a number of young people between the ages of 13 and 17 to obtain casual summer employment while learning the basics behind operating a business.
- Developed a video of the Youth Co-ops in operation for screening around the community and for distribution to other communities interested in starting such co-ops.
- Hosted the annual provincial Co-op Conference at McMaster University for the purpose of training advisors for the various co-ops.
- Participated on the steering committee of the proposed Community Adjustment Re-training Centre.
- Began preparations for a proposed JOB FAIR to be held in the Fall of 1989. The Job Fair is to assist both employers and employees find potential employees and opportunities.



143RD ANNUAL MEETING
WEDNESDAY, APRIL 5TH, 1989
ROYAL CONNAUGHT HOTEL

BUSINESS MEETING 5:00 P.M.

DINNER 6:30 P.M.



CORPORATE CHALLENGE

J. TAYLOR

Chairman

- Organized and hosted the 5th Annual Hamilton Corporate Challenge which attracted 80 teams (20 persons per team) from area businesses, industry and community organizations.
- Worked in co-operation with McMaster University (the site of the event) and the City of Hamilton Culture and Recreation Department (which was responsible for the physical and technical arrangements) to ensure the success of the event.
- Co-ordinated the awarding of the "J. N. (Joe) HUNTER BUILDER AWARD" which recognizes the volunteer contributions of a team organizer, participant or volunteer who was judged to have played a significant role in the overall success of Corporate Challenge. Mr. Hunter was the first Chairman of this event and passed away in 1985.

BUSINESS/INDUSTRY DEVELOPING SKILLS (BIDS) COMMITTEE

R. BOOK

Chairman

- This committee was established in 1988 by the Chamber to form a link between the Chamber and Hamilton-Wentworth Skills Training Advisory Committee (STAC). The committee's membership is limited to a representative of each of the Chamber's four standing committees most closely associated with skills development: Business Development, Education & Student Services, Industrial Relations, and Hospitality and Tourism. The mandate of the committee is to (1) assist STAC communicate its programs and services to the area's business sector (2) assist STAC determine the skill shortages which are most concerning the business sector (3) provide a link directly to employers for the area's educational sector.

Rough ride for Sunday shopping law

Liberals' bid for change takes flak on broad front

By JILL MORISON and MARK HALLMAN
The Spectator
HAMILTON-WENTWORTH'S politicians have come out strong against Sunday shopping. And mayors of the six area municipalities and regional Chair Bill Sears say they're convinced regional council won't approve it. However, the president of the chamber of commerce says Sunday shopping is a good thing.

Zooming health costs will bleed firms, C of C told

MICHAEL DAVIE
itor
COSTS and taxpayers and will pay even more for health care system in

population retirees. To meet their health care needs, the number of hospital beds will have to be increased by 50 per cent. Mr. Russel says the average citizen using the system "with accountability and restraint" now paid \$100 a month for health care.

Energy savings promised by seminar organizers

ORGANIZERS OF an energy management seminar promise to show local businesses how to cut at least 10 per cent from their energy bills.

These "simple and effective" controls have been developed by the Ontario Energy Board.

Area businesses take their kudos

Fortinos, Staircase, Dofasco enjoy outstanding achievements

Industrial Park and is looking ahead another year of growth. Fortinos' success story shows it's now a big business — and growing bigger. The Hamilton-based chain stores went from five in the start of last year to eight at the year's end after purchasing former Supertops stores. Fortinos is building a 100,000-sq-ft bakery on Rymore Road. The company has a long history of growth.

Raising C of C profile goal of new president

JOYCE MONGEON is far from impressed with being the first ever female president of the Hamilton and District Chamber of Commerce.

"Being first has never excited me — I really would prefer to be the first female president of the chamber of commerce."

further involve the 1,300 who pay their dues but do not take an active role in the chamber. "I probably wonder why they don't take their membership."

Council should rescind raises says chamber

By BETH MARLIN
The Spectator

HAMILTON and District Chamber of Commerce has asked regional council to give up raises they recently gave themselves.

After, president Joyce Mongeon said the chamber's board of directors should be paid no more than the mayor and employees of a corporation. She said the chamber's own salaries are too high.